

# **DARPA BAA PROCESS**

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- READ THE BAA

- DRAFTING THE BAA
  - Words are Meaningful
  - Must and Shall
  - May
- Technical vs Administrative
  - Technical Leads to “Selectable”
  - Administrative Leads to Contract Award
    - Cost Proposal
    - IP Assertions





# BAA PROCESS

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- PROPOSAL PREPARATION/SUBMISSION
  - Instructions are detailed in the BAA and attachments published on FBO.gov (**Follow closely**)
  - **ALL** questions to program mailbox: **Improv@darpa.mil**
  - FAQ (including today's) will be available on the DSO Opportunities page on DARPA.mil (**Read Regularly**)
  - Funding instrument types typically vary from program to program; however, DARPA intends to only award purchase orders for Improv
- If you don't justify your proposed costs, we can't justify awarding you a contract.
  - Pay close attention to cost proposal instructions





# BAA PROCESS

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- EVALUATION/AWARD
  - Read Evaluation Criteria Carefully
  - Government reserves the right to select for award all, some (partial selection), or none of the proposals received.
  - Government anticipates making multiple awards
  - No common Statement of Work - Proposals evaluated on individual merit and relevance as it relates to the stated research goals/objectives rather than against each other
  - Overview of the Process
    - Government Review
    - Notification
    - Negotiation

